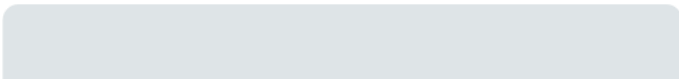
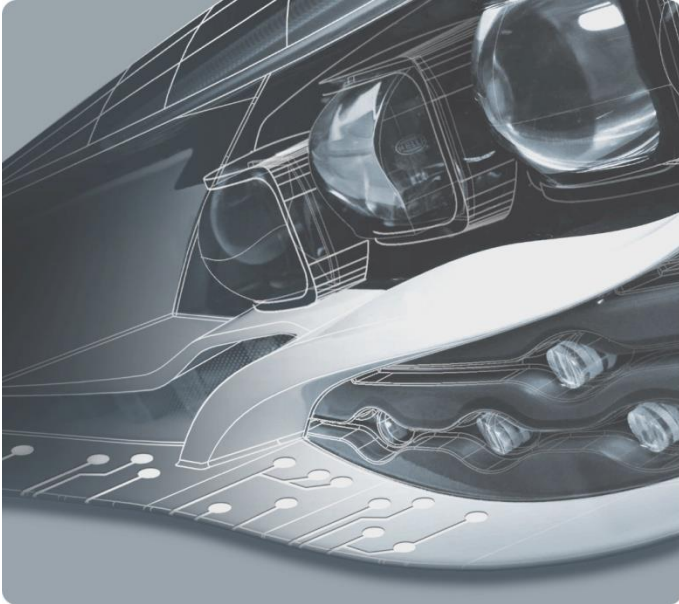




Technology with Vision

HELLA Group Overview

April 2017



HELLA – Partner of the automotive industry and the aftermarket for over 100 years

FACTS & FIGURES

- Global market-listed, family-owned company with more than **125 locations** in roughly **35 countries**
- Sales of **€ 6.4 billion** FY 2015/2016
- Approx. **34,000 employees** worldwide, thereof over **6,000 in Research & Development**
- One of the **top 40 automotive suppliers in the world** and **one of the 100 largest German industrial companies**

SEGMENT

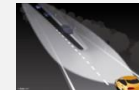
PRODUCT EXAMPLES

Automotive Lighting

Sales:
~ € 2.7 bill.



Full-LED Headlamps



Glare-free beamlight

Automotive Electronics

Sales:
~ € 2.1 bill.



Energy Management



Accelerator pedal sensors

Aftermarket

Sales:
~ € 1.2 bill.



Spare Parts /
Workshop equipment



Wholesale

Special Applications

Sales:
~ € 0.3 bill.



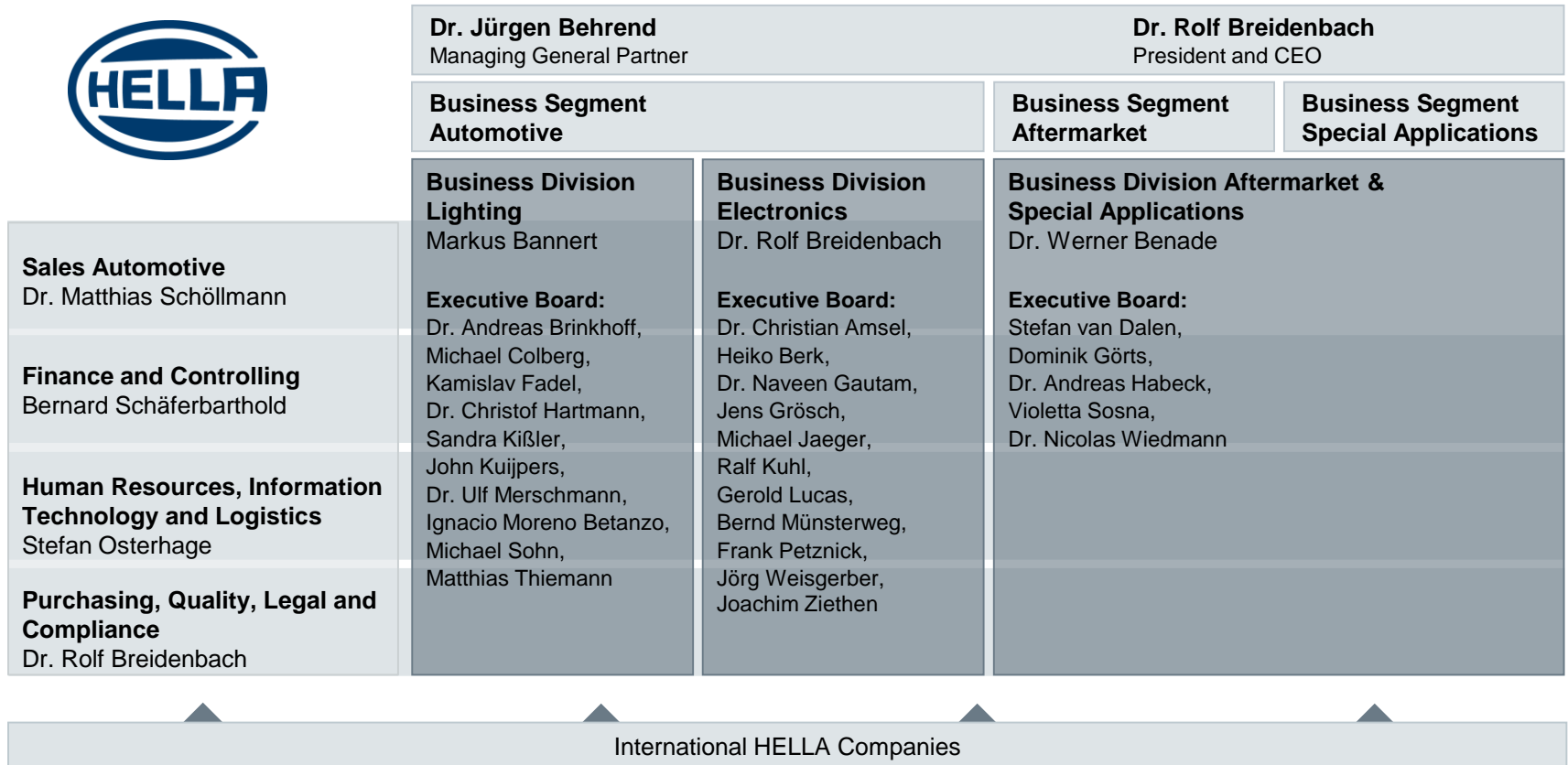
Lighting technology for
Special original equipment



Lighting technology for
marine

HELLA Group

Corporate Structure



General Partners: Dr. Jürgen Behrend, HELLA Geschäftsführungsgesellschaft mbH

Management Board of HELLA Geschäftsführungsgesellschaft mbH:

Dr. Rolf Breidenbach (CEO), Markus Bannert, Dr. Werner Benade, Stefan Osterhage, Bernard Schäferbarthold, Dr. Matthias Schöllmann

Chairman of the Supervisory Board: Prof. Dr. Michael Hoffmann-Becking

Shareholder Committee: Manfred Wennemer (Chairman), Roland Hammerstein, Dr. Gerd Kleinert, Klaus Kühn, Dr. Matthias Röpke, Konstantin Thomas



HELLA Group History

1899 – 2016: Milestones



Founding
of the West-
fälische
Metall
Industrie
AG

1899



HELLA
becomes a
trademark

1908



**First
factory
abroad** in
Australia

1961



**Start of
production
in China**

1992



**Beginning
of Network
Strategy:**
Joint Venture
for air
conditioning
control units
and front-end
modules
with Behr

1999



**Continuation
of Network
Strategy:**
Joint Venture
for diagnostics
with Gutmann;
Joint Venture
for chassis
electronics and
driver
assistance
systems
with Mando

2008



**HELLA
becomes a
listed
company**
On 11
November
2014 HELLA
shares are
traded for the
first time on the
Frankfurt Stock
Exchange.

2014



**MULTIBEAM
LED:**

84 individually
controllable
LEDs per
headlamp
adjust the light
distribution
dynamically,
depending on
traffic, weather,
and road
conditions. The
adaptive High
Beam Assistant
Plus also
ensures that
high beam is
used more
frequently

2016

- 12% global market share* in lighting business, top 2 Europe*
- Leading market position with regard to selected electronic products
- One of the largest trade organizations for spare parts in Europe
- More than 125 locations in roughly 35 countries
- More than 10 Joint Ventures

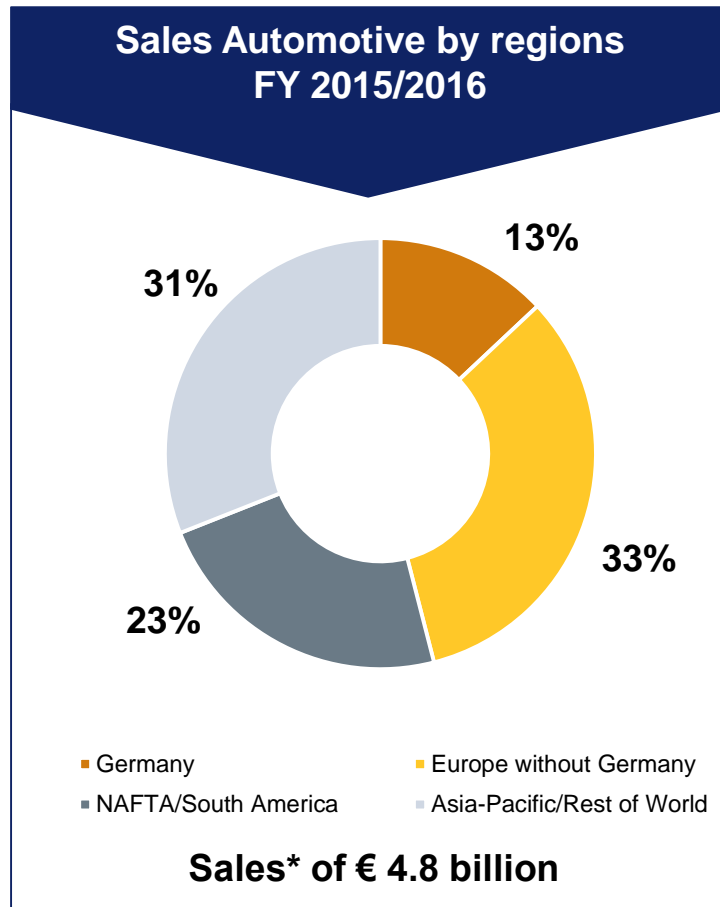
Today

* Based on a market study commissioned by HELLA

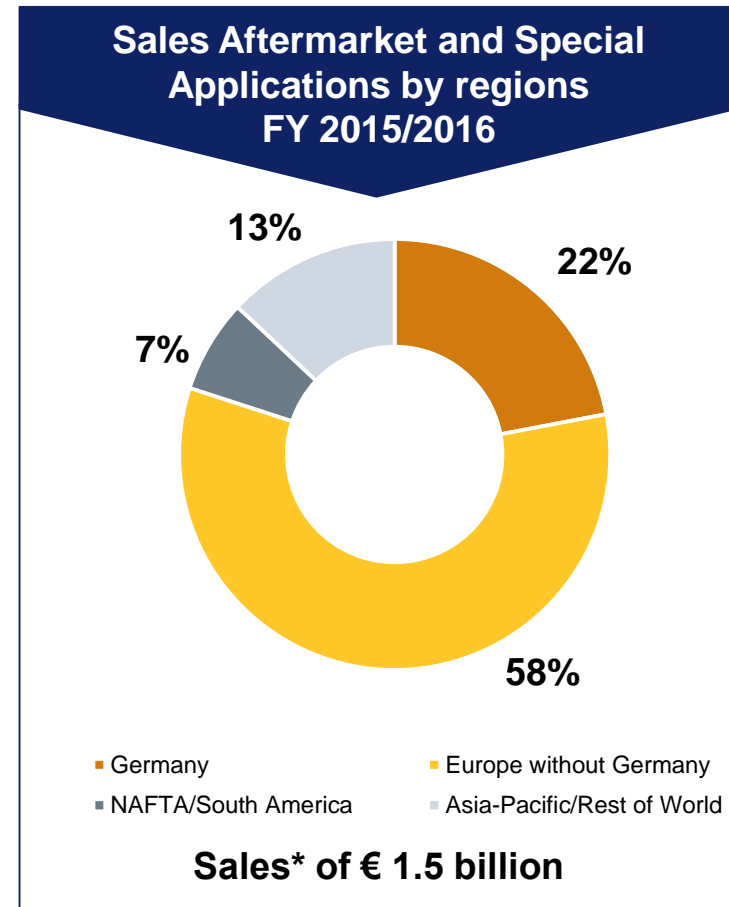


HELLA Group

Regional market coverage by location of end customers FY 2015/2016



Presence boosted in global growth markets



Business focus Europe ("regional business")

* with third-party companies, without intersegment sales



HELLA Group

Business development FY 2014/2015 – FY 2015/2016

Key figures of the income statement	Fiscal Year 2014/2015	Fiscal Year 2015/2016	Change
Sales in € billion	5.8	6.4	9%
Adjusted EBITDA in € million (% of sales)	781 (13.4%)	858 (13.5%)	10%
EBITDA in € million (% of sales)	766 (13.1%)	816 (12.8%)	7%
Adjusted EBIT in € million (% of sales)	445 (7.6%)	476 (7.5%)	7%
EBIT in € million (% of sales)	430 (7.4%)	420 (6.6%)	-2%

HELLA Group

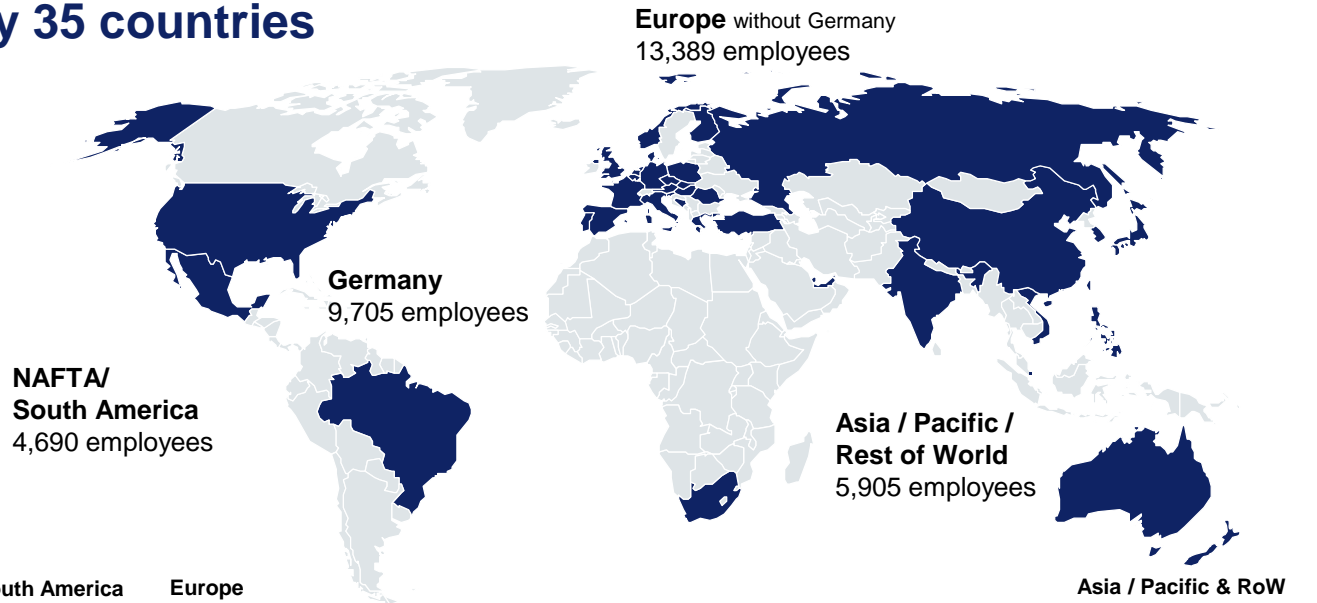
Development of key figures FY 2013/2014 – 2015/2016

Important key figures	Fiscal Year 2013/2014	Fiscal Year 2014/2015	Fiscal Year 2015/2016
Equity in € billion	1.3	1.9	2.0
Equity Ratio	30%	39%	40%
Net Debt / EBITDA	0.6x	0.2x	0.3x
Research & Development Expenditure in € million	514	544	623
Employees as of balance sheet date (May 31)	30,692	31,864	33,689

HELLA Group

Global network

→ 33,689 employees* are working for HELLA at more than 125 locations in roughly 35 countries



NAFTA / South America

- Brazil ■ ▲ ○
- Mexico ■ ▲ ○
- USA ■ ▲ ○

LEGEND

- → Sales
- ▲ → Production
- → Development

Europe

- Austria ■ ▲ ○
- Belgium ■
- Bosnia-Herzegovina ■ ▲
- Czech Republic ■ ▲ ○
- Denmark ■ ▲ ○
- Finland ■ ▲ ○
- France ■ ○
- Germany ■ ▲ ○
- Greece ■
- Hungary ■
- Italy ■
- Netherlands ■
- Norway ■
- Russia ■
- Poland ■
- Portugal ■
- Romania ■ ▲ ○
- United Kingdom ■

Asia / Pacific & RoW

- Australia ■ ▲
- China ■ ▲ ○
- Dubai ■
- India ■ ▲ ○
- Japan ■ ○
- New Zealand ■ ▲ ○
- Philippines ■ ▲
- Singapore ■
- South Korea ■ ▲ ○
- Vietnam ○
- South Africa ■

* As of balance sheet date (May 31, 2016)